

Torchmark Health Net Sales Detail

	<u>YTD 2009</u>	<u>Fourth Qtr 2009</u>	<u>Third Qtr 2009</u>	<u>Second Qtr 2009</u>	<u>First Qtr 2009</u>	<u>YTD 2008</u>	<u>Fourth Qtr 2008</u>	<u>Third Qtr 2008</u>	<u>Second Qtr 2008</u>	<u>First Qtr 2008</u>
United American General Agency										
Health										
Limited - Benefit Plans	12,256	2,054	2,940	3,536	3,726	23,084	4,503	5,054	6,315	7,212
Med Supp	<u>30,431</u>	<u>19,892</u>	<u>4,351</u>	<u>2,565</u>	<u>3,623</u>	<u>14,517</u>	<u>6,207</u>	<u>2,245</u>	<u>3,374</u>	<u>2,691</u>
Health Total	<u>42,687</u>	<u>21,946</u>	<u>7,291</u>	<u>6,101</u>	<u>7,349</u>	<u>37,601</u>	<u>10,710</u>	<u>7,299</u>	<u>9,689</u>	<u>9,903</u>
United American Branch Office Agency										
Health										
Limited - Benefit Plans	13,266	1,666	2,330	3,744	5,526	64,126	8,947	13,423	18,765	22,991
Med Supp	<u>4,370</u>	<u>960</u>	<u>783</u>	<u>1,144</u>	<u>1,483</u>	<u>7,422</u>	<u>1,850</u>	<u>1,447</u>	<u>1,785</u>	<u>2,340</u>
Health Total	<u>17,636</u>	<u>2,626</u>	<u>3,113</u>	<u>4,888</u>	<u>7,009</u>	<u>71,548</u>	<u>10,797</u>	<u>14,870</u>	<u>20,550</u>	<u>25,331</u>
Direct Response										
Health										
Limited - Benefit Plans	665	29	87	544	5	325	19	3	87	216
Med Supp	<u>10,233</u>	<u>7,939</u>	<u>834</u>	<u>1,052</u>	<u>408</u>	<u>5,498</u>	<u>2,261</u>	<u>739</u>	<u>1,232</u>	<u>1,266</u>
Health Total	<u>10,898</u>	<u>7,968</u>	<u>921</u>	<u>1,596</u>	<u>413</u>	<u>5,823</u>	<u>2,280</u>	<u>742</u>	<u>1,319</u>	<u>1,482</u>
Liberty National Captive										
Health										
Limited - Benefit Plans	12,040	2,623	3,107	3,371	2,939	12,087	3,628	3,289	2,893	2,277
Med Supp	<u>91</u>	<u>30</u>	<u>15</u>	<u>9</u>	<u>37</u>	<u>96</u>	<u>14</u>	<u>20</u>	<u>40</u>	<u>22</u>
Health Total	<u>12,131</u>	<u>2,653</u>	<u>3,122</u>	<u>3,380</u>	<u>2,976</u>	<u>12,183</u>	<u>3,642</u>	<u>3,309</u>	<u>2,933</u>	<u>2,299</u>
American Income										
Health										
Limited - Benefit Plans	13,393	3,632	3,388	3,591	2,782	11,848	2,925	3,029	3,123	2,771
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>13,393</u>	<u>3,632</u>	<u>3,388</u>	<u>3,591</u>	<u>2,782</u>	<u>11,848</u>	<u>2,925</u>	<u>3,029</u>	<u>3,123</u>	<u>2,771</u>
Total Health Net Sales										
Health										
Limited - Benefit Plans	51,620	10,004	11,852	14,786	14,978	111,470	20,022	24,798	31,183	35,467
Med Supp	<u>45,125</u>	<u>28,821</u>	<u>5,983</u>	<u>4,770</u>	<u>5,551</u>	<u>27,533</u>	<u>10,332</u>	<u>4,451</u>	<u>6,431</u>	<u>6,319</u>
Health Total	<u><u>96,745</u></u>	<u><u>38,825</u></u>	<u><u>17,835</u></u>	<u><u>19,556</u></u>	<u><u>20,529</u></u>	<u><u>139,003</u></u>	<u><u>30,354</u></u>	<u><u>29,249</u></u>	<u><u>37,614</u></u>	<u><u>41,786</u></u>